

# What should I know about HERBALIFE® membership?

<p><b>How can I participate?</b></p>	<p>As an Herbalife Member, you can participate in three ways:</p> <ul style="list-style-type: none"> <li>You can buy products at a discount for your own or household use.</li> <li>You can sell products to make a retail profit.</li> <li>You can recruit others who want to consume or sell the products.</li> </ul> <p>The majority of Members join simply to receive a discount on Herbalife® products. As a result, nearly 86% of U.S. membership (466,926) did not receive any earnings from Herbalife.</p>						
<p><b>How can I earn money?</b></p>	<ul style="list-style-type: none"> <li>You can earn money by selling Herbalife® products that you buy at a discount.</li> <li>You can earn money by sponsoring someone who either sells Herbalife® products or purchases them at a discount for their own or household use.</li> <li>You <b>cannot</b> earn money simply for recruiting or sponsoring someone.</li> </ul>						
<p><b>What should I know about the business opportunity?</b></p>	<ul style="list-style-type: none"> <li>Members enjoy setting their own schedule and choosing how and when to work.</li> <li>Most people start their Herbalife business by selling part-time to their friends and family as a way to make a little extra money.</li> <li>Building a successful Herbalife business takes hard work and time.</li> <li>Like all businesses, some Members will succeed, while some will not.</li> <li>You have no required purchases other than the initial membership kit also known as the Herbalife Member Pack (approximately \$60).</li> </ul>						
<p><b>How much could I earn if I sell Herbalife products?</b></p>	<ul style="list-style-type: none"> <li>Members are eligible to buy Herbalife® products at a discount. Starting out, your discount is approximately 25%. The more you sell, the higher your discount, up to a maximum of 50%. For example the initial discount on Formula 1, Herbalife's best-selling product is shown below:</li> </ul> <div style="display: flex; align-items: center; justify-content: center;">  <table border="1" data-bbox="915 974 1468 1167"> <tr> <td>Suggested Retail price</td> <td style="text-align: right;">\$39.90</td> </tr> <tr> <td>Member price <i>(with 25% discount and before shipping and tax)</i></td> <td style="text-align: right;">-\$30.40</td> </tr> <tr> <td><b>Potential profit</b></td> <td style="text-align: right;"><b>\$9.50</b></td> </tr> </table> </div> <ul style="list-style-type: none"> <li>If you buy at this 25% discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes as most Members do, you would make <b>\$95</b> before expenses.</li> </ul>	Suggested Retail price	\$39.90	Member price <i>(with 25% discount and before shipping and tax)</i>	-\$30.40	<b>Potential profit</b>	<b>\$9.50</b>
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<p><b>In addition to retail earnings, how much could I earn from sales by members I sponsor?</b></p>	<ul style="list-style-type: none"> <li>The majority of Members join simply to receive a discount on Herbalife® products.</li> <li>Last year, 14% of U.S. Herbalife Members (about 78,000) sponsored at least one person and earned from the sales of the Members they sponsored.</li> <li>In addition to any retail profit, of those who received earnings from Herbalife, approximately:             <ul style="list-style-type: none"> <li>50% (about 39,000) made more than \$245 in earnings – and the other half made less.</li> <li>10% (about 7,800) made more than \$4,350 in earnings.</li> <li>1% (about 780) made more than \$82,000 in earnings. Last year, the people who moved into the top 1% spent between 3 to 35 years in the business, averaging 13 years.</li> </ul> </li> </ul>						
<p><b>What if it doesn't work for me?</b></p>	<ul style="list-style-type: none"> <li>Within your first year of membership, you can receive a full refund of your Herbalife® Membership Pack.</li> <li>If you have unopened products, you can return them within a year of the purchase date for a full refund and cancel your membership. We even pay the return shipping costs.</li> <li>Please contact 866-866-4744 for more information.</li> </ul>						